

**RESOLUTION NO. 2015-26**

**A CAPITAL PROJECT AUTHORIZING RESOLUTION OF THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, AUTHORIZING THE VILLAGE MANAGER TO PURCHASE EXERCISE EQUIPMENT FOR THE VILLAGE COMMUNITY CENTER; PROVIDING FOR WAIVER OF COMPETITIVE BIDDING; AUTHORIZING EXPENDITURE OF FUNDS; PROVIDING FOR IMPLEMENTATION; AND PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, pursuant to Section 3.07(b) of the Village Charter, the Village Council desires to authorize the expenditure of Village funds for a capital project consisting of the purchase of exercise equipment for the Village Community Center (the “Equipment”); and

**WHEREAS**, pursuant to Section 2-85 of the Village Code of Ordinances (the “Village Code”), the Village Council finds that it is impractical to competitively bid the Equipment and desires to waive competitive bidding requirements; and

**WHEREAS**, the Village Council finds that the adoption of this Resolution is in the best interest and welfare of the residents of the Village.

**NOW, THEREFORE, IT IS HEREBY RESOLVED BY THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, AS FOLLOWS:**

**Section 1.    Recitals Adopted.** That each of the recitals stated above is hereby adopted and confirmed.

**Section 2.    Authorization.** That the Village Manager is hereby authorized to purchase Equipment for the Village Community Center subject to the condition that the cost of the Equipment shall not exceed \$230,000. The funding sources and amounts for the Equipment is hereby authorized and approved as set forth in the Village Manager’s Memorandum accompanying this Resolution. The Village Manager is further authorized to conduct a public sale of the existing Village

Community Center gym equipment for purchase by Village residents. Any equipment not sold to Village residents shall be sold to the next highest bidder.

**Section 3. Waiver of Competitive Bidding.** That pursuant to Section 2-85 of the Village Code, competitive bidding procedures of the Village Code are hereby waived for the Equipment.

**Section 4. Effective Date.** That this Resolution shall be effective immediately upon adoption hereof.

PASSED AND ADOPTED this 26th day of May, 2015.

ATTEST:



CONCHITA H. ALVAREZ, MMC, VILLAGE CLERK

APPROVED AS TO FORM AND  
LEGAL SUFFICIENCY



VILLAGE ATTORNEY

  
MAYOR MAYRA PEÑA LINDSAY



# VILLAGE OF KEY BISCAYNE

Office of the Village Manager

## MEMORANDUM

### *Village Council*

Mayra P. Lindsay, Mayor  
Franklin H. Caplan, Vice Mayor  
Luis F. de la Cruz  
Theodore Holloway  
Michael E. Kelly  
Edward London  
James S. Taintor

DATE: May 26, 2015  
TO: Honorable Mayor and Members of the Village Council  
FROM: John C. Gilbert, Village Manager  
RE: Approving the Purchase of Exercise Equipment from Gym Source USA LLC for the Community Center

*Village Manager*  
John C. Gilbert

### RECOMMENDATION

It is recommended that the Village Council review the requested staff recommendation for the Community Center exercise equipment replacement program. The Village is prepared to proceed with this program if authorized, or proceed in any manner prescribed by the Village Council.

### BACKGROUND

In June of 2004 the Community Center Committee recommended contracting with nationally renowned Exercise Physiologist Marco Borges to determine the best equipment provider for the Community Center. Mr. Borges evaluated all of the different manufacturers and concluded that the Village would be best served by purchasing the equipment from Gym Source, the largest commercial distributor of fitness equipment in the US. The Village subsequently selected the lower-end commercial equipment from Gym Source due to the financial considerations in place when the facility opened. The cardio equipment has been updated since opening, but the majority of the original strength equipment remains in service today.

The aforementioned process was initiated because Ken Ballard, as well as other industry experts, stated that a public selection process tended to create more issues than it addressed. Opinions regarding equipment providers and specific pieces of equipment tend to be inflexible and focused on the needs of the individual rather than the entire population served; therefore, rarely generate an actionable consensus. Taking into account the needs of users that range in age from 16 to 90+ is crucial for a heavily used facility like the Community Center.

Staff felt that the after ten years of operating the facility it was imperative to hear from the facility users to formulate a recommendation to Council. A survey was sent to Community Center members on April 9<sup>th</sup> and handed out to members as they entered the Fitness Center. The Village received 241 responses to the survey. The survey and media materials advertised a public presentation by Techno Gym, Life Fitness, and

Gym Source on April 21<sup>st</sup> at 6:30 PM in the Village Council Chambers. Each provider discussed their company and the equipment they proposed for the facility, followed by a question and answer session. The meeting was attended by 12 members of the public.

In addition to the survey and public meeting staff visited sites where each type of equipment was currently in service.

Staff reviewed the proposals, public input and information gathered from the site visits and agreed that Gym Source could provide the Village of Key Biscayne with the best facility.

This recommendation is based on the following criteria:

- **Quality:**

LifeFitness and Cybex together make up the majority of the commercial grade fitness equipment in the United States of America while TechnoGym is prominent in the international market place. While the merits of each can be debated, it cannot be debated that any one of these is not a premier fitness equipment manufacturer in the industry. In our discussions with facility operators, the durability, service, and responsiveness were the determining factors in recommending Cybex.

- **Variety:**

By selecting Cybex through GymSource, the community is provided a greater variety of equipment including unique items that, according to the survey results, are very popular by facility users like the Arc Trainer. GymSource can provide products from Cybex, Hoist, Espresso, Octane, Stairmaster and others to create a first-rate experience for the various user demographics utilizing the facility.

- **Flexibility:**

GymSource and staff have proposed an equipment selection, but are willing to adjust the specific items selected within the wide range of products available through GymSource to address any specific concerns or desires.

- **Vendor:**

GymSource is the world's largest commercial grade equipment dealer. Bob Lawrence has a wealth of knowledge, backed up by a lengthy resume of installations for comparable constituents, selected by qualified and experienced fitness facility directors.

- Admirals Cove, Jupiter FL
- Ocean Reef Club and Spa, Key Largo FL
- The Point of Aventura, Aventura FL
- Williams Island Spa and Fitness Center
- Woodfield Country Club, Boca Raton FL
- JCC, Davie Florida
- PGA National Resort and Spa
- GL Homes, multiple locations

- Altman Companies, multiple locations
  - You Fit Health Club, multiple locations
- **Service:**

The references provided have all spoken very highly about the service provided by GymSource. Purchasing through GymSource provides a singular service provider for the wide variety of equipment that can be selected to address the needs of the community. Unlike other services providers, GymSource maintains its own trained staff of service technicians that can usually be on site within 24 hours. They also have in their warehouse a large stock of parts which minimizes the downtime of broken equipment.
- **Benchmarking and Best Practices:**

Staff felt that Ocean Reef Club and Spa was the most comparable facility visited based on the demographic served and desire to provide the highest quality membership experience. In 2012, their team of facility managers, certified trainers and instructors completed a fitness provider evaluation for their 7,000 square foot facility. The team recommended changing their equipment provider from Life Fitness to GymSource for the vast majority of their equipment. Ocean Reef has subsequently chosen GymSource for their other facilities equipment needs.

Reviewed by Mr. Chad Friedman from Weiss Serota Helfman Pastoriza Cole & Boniske as to form and legal sufficiency.